

STATE OF SOUTH CAROLINA

Application of Velocity The Greatest Phone Company Ever, Inc. For a Certificate of Public Convenience and Necessity to Provide Interexchange and Local Exchange Telecommunications Services and for local service offerings to be regulated in accordance with procedures authorized for NewSouth Communications in Order No. 98-165 in docket No. 97-467-C; and For interexchange service offerings to be regulated in accordance with procedures established for alternative regulation in Order Nos. 95-1734 and 96-55 in Docket No. 95-661-C.

BEFORE THE  
PUBLIC SERVICE COMMISSION  
OF SOUTH CAROLINA

COVER SHEET

DOCKET

NUMBER: 2009 - 380 - C

220193

(Please type or print)

Submitted by: Angela Janssen

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DOCKETING INFORMATION (Check all that apply)

- ☐ Emergency Relief demanded in petition expeditiously  
☐ Request for item to be placed on Commission's Agenda  
☐ Other: \_\_\_\_\_

INDUSTRY (Check one)	NATURE OF ACTION (Check all that apply)		
<input type="checkbox"/> Electric	<input type="checkbox"/> Affidavit	<input type="checkbox"/> Letter	<input type="checkbox"/> Request
<input type="checkbox"/> Electric/Gas	<input type="checkbox"/> Agreement	<input type="checkbox"/> Memorandum	<input type="checkbox"/> Request for Certification
<input type="checkbox"/> Electric/Telecommunications	<input type="checkbox"/> Answer	<input type="checkbox"/> Motion	<input type="checkbox"/> Request for Investigation
<input type="checkbox"/> Electric/Water	<input type="checkbox"/> Appellate Review	<input type="checkbox"/> Objection	<input type="checkbox"/> Resale Agreement
<input type="checkbox"/> Electric/Water/Telecom.	<input type="checkbox"/> Application	<input type="checkbox"/> Petition	<input type="checkbox"/> Resale Amendment
<input type="checkbox"/> Electric/Water/Sewer	<input type="checkbox"/> Brief	<input type="checkbox"/> Petition for Reconsideration	<input type="checkbox"/> Reservation Letter
<input type="checkbox"/> Gas	<input type="checkbox"/> Certificate	<input type="checkbox"/> Petition for Rulemaking	<input type="checkbox"/> Response
<input type="checkbox"/> Railroad	<input type="checkbox"/> Comments	<input type="checkbox"/> Petition for Rule to Show Cause	<input type="checkbox"/> Response to Discovery
<input type="checkbox"/> Sewer	<input type="checkbox"/> Complaint	<input type="checkbox"/> Petition to Intervene	<input type="checkbox"/> Return to Petition
<input checked="" type="checkbox"/> Telecommunications	<input type="checkbox"/> Consent Order	<input type="checkbox"/> Petition to Intervene Out of Time	<input type="checkbox"/> Stipulation
<input type="checkbox"/> Transportation	<input type="checkbox"/> Discovery	<input checked="" type="checkbox"/> Prefiled Testimony	<input type="checkbox"/> Subpoena
<input type="checkbox"/> Water	<input type="checkbox"/> Exhibit	<input type="checkbox"/> Promotion	<input type="checkbox"/> Tariff
<input type="checkbox"/> Water/Sewer	<input type="checkbox"/> Expedited Consideration	<input type="checkbox"/> Proposed Order	<input type="checkbox"/> Other: <i>OK OK</i>
<input type="checkbox"/> Administrative Matter	<input type="checkbox"/> Interconnection Agreement	<input type="checkbox"/> Protest	
<input type="checkbox"/> Other:	<input type="checkbox"/> Interconnection Amendment	<input type="checkbox"/> Publisher's Affidavit	
	<input type="checkbox"/> Late-Filed Exhibit	<input type="checkbox"/> Report	

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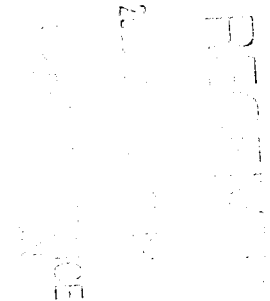
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November 4, 2009

**VIA OVERNIGHT DELIVERY**

Mr. Charles Terreni  
Chief Clerk of the Commission  
South Carolina Public Service Commission  
101 Executive Center Drive, Suite 100  
Columbia, South Carolina 29210  
(803) 896-5100





Re: Velocity The Greatest Phone Company Ever, Inc.  
Docket No. 3009-380-C

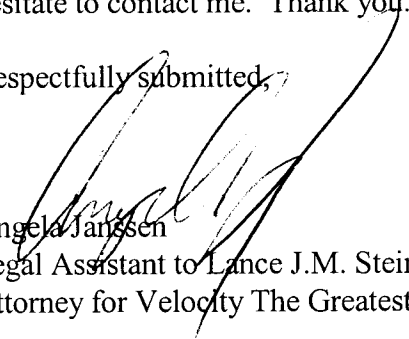
Dear Mr. Terreni:

Enclosed please find for filing an original and twenty-five (25) copies of the company's pre-filed testimony. The company does not intend to engage in telemarketing in the State of South Carolina.

I have enclosed an extra copy of this letter to be date-stamped and returned to me in the self-addressed, postage prepaid envelope I have provided.

If you have any questions or if I may provide you with any additional information, please do not hesitate to contact me. Thank you.

Respectfully submitted,

  
Angela Janssen  
Legal Assistant to Lance J.M. Steinhart  
Attorney for Velocity The Greatest Phone Company Ever, Inc.

Enclosures

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**BEFORE THE**  
**PUBLIC SERVICE COMMISSION OF**  
**SOUTH CAROLINA**  
**DOCKET NO. 2009-380-C**

<b>In re:</b>	)	
	)	
<b>Application of</b>	)	
<b>Velocity The Greatest Phone Company</b>	)	
<b>Ever, Inc.</b>	)	
<b>For a Certificate of Public</b>	)	<b>DIRECT TESTIMONY OF</b>
<b>Convenience and Necessity to</b>	)	<b>CHIP WERNER</b>
<b>Operate as Reseller of Interexchange and</b>	)	
<b>Local Exchange</b>	)	
<b>Telecommunications Services and</b>	)	
<b>for local service offerings to be regulated</b>	)	
<b>in accordance with procedures authorized</b>	)	
<b>for NewSouth Communications in Order</b>	)	
<b>No. 98-165 in docket No. 97-467-C; and</b>	)	
<b>For interexchange service offerings to be</b>	)	
<b>regulated in accordance with procedures</b>	)	
<b>established for alternative regulation in</b>	)	
<b>Order Nos. 95-1734 and 96-55 in</b>	)	
<b>Docket No. 95-661-C.</b>	)	
_____	)	

**I. Introduction**

1. **Q. Please state your name and business address.**

A. My name is Chip Werner. My business address is 7130 Spring Meadows West Drive, Holland, Ohio 43528.

2. **Q. By whom are you employed and in what capacity?**

A. I am the President of Velocity The Greatest Phone Company Ever, Inc. ("Velocity").

3. **Q. Please give a brief description of your background and experience in business and telecommunications.**

A. See Exhibit D to our application.

4. **Q. What is the purpose of your testimony?**

A. The purpose of my testimony is to describe the nature of Velocity's proposed service offering within the State of South Carolina, and to demonstrate its financial, managerial, and technical ability to provide the telecommunications services for which authority is sought herein.

5. **Q. Do you wish to incorporate by reference any documents into your testimony?**

A. Yes. I wish to incorporate by reference the underlying Application filed in this proceeding and its associated attachments.

## II. The Business of Velocity

6. **Q. Has Velocity registered to do business in South Carolina?**

A. Yes. Velocity is a Delaware Corporation that has received authorization to transact business within the State of South Carolina. A copy of Velocity's Certificate of Incorporation is attached to the Application as Exhibit A and a copy of the document of authorization from the State of South Carolina is attached to that Application as Exhibit B.

1     7.     **Q.     Please describe the services Velocity intends to provide within the State of**  
2             **South Carolina.**

3             Velocity expects to offer a full array of local exchange and interexchange  
4             services to both business and residential customers, which may include the  
5             following:

6  
7             Interexchange (switched and dedicated services):

- 8             A.     1+ and 101XXXX outbound dialing;  
9             B.     800/888 toll-free inbound dialing;  
10            C.     Calling cards; and  
11            D.     Data Services.

12  
13            Local Exchange:

- 14            A.     Local Exchange Services for business and residence customers that will enable  
15                    customers to originate and terminate local calls in the local calling area served by  
16                    other LECs.  
17            B.     Switched local exchange services, including basic service, trunks, carrier access, and  
18                    any other switched local services that currently exist or will exist in the future.  
19            C.     Non-switched local services (e.g., private line) that currently exist or will exist in the  
20                    future.  
21            D.     Centrex and/or Centrex-like services that currently exist or will exist in the future.  
22            E.     Digital subscriber line, ISDN, and other high capacity services.

23            Velocity will initially resell the facilities of the existing LECs or underlying carriers that  
24            presently serve South Carolina. Velocity will primarily resell the facilities and services of  
25            AT&T. Applicant has no plans to install facilities in the State of South Carolina.

1  
2 8. Q. What carrier will Velocity utilize as its underlying carrier for services in  
3 South Carolina?

4 A. For interexchange service, Velocity intends to utilize AT&T, MCI/Verizon,  
5 Qwest and Global Crossing as its underlying carriers. Velocity intends to offer  
6 service offer local service using facilities of the incumbent local exchange  
7 telephone companies ("LECs") certificated to provide local exchange service in  
8 the State of South Carolina. The company intends to initially negotiate with  
9 AT&T.

10 9. Q. Does Velocity have authorization to provide intrastate telecommunications  
11 services in any other state?

12 A. Yes. Velocity is currently authorized to provide local exchange and  
13 interexchange services in California, Colorado, Florida, Idaho, Iowa, Kentucky,  
14 Massachusetts, Michigan, Montana, New Jersey, New York, Pennsylvania, Rhode  
15 Island, Utah and Washington, and interexchange services only in California,  
16 Colorado, Florida, Idaho, Iowa, Kentucky, Massachusetts, Michigan, Montana,  
17 New Jersey, New York, Pennsylvania, Rhode Island, Utah and Washington.  
18 Applicant is in the process of applying for authorization to provide competitive  
19 local exchange and interexchange services throughout the United States.  
20 Applicant has not been denied authority for any of the services for which it seeks  
21 authority in this Application.

22 10. Q. Has Velocity ever had an application for a certificate of public convenience  
23 and necessity denied?

24 A. No.

25 11. Q. Does Velocity intend to file a tariff with the Commission?

26 A. Yes. Velocity filed an interexchange tariff as Exhibit F and a local price list as

1 Exhibit E to its Application in this proceeding which it will modify as necessary in  
2 order to meet the Commission's requirements. We believe Velocity's Tariff and  
3 price list will comport with all Orders, Rules, and Regulations of the Commission.  
4

5 **12. Q. Will Velocity comply with the Commission's orders regarding the provision**  
6 **of interexchange and local services?**

7 A. Yes. Velocity will at all times provide and market services in accordance with  
8 current Commission policies. In particular, Velocity is familiar with Commission  
9 Order No. 93-462 regarding resale of intraLATA telecommunications services  
10 and will attempt to comply with the terms of that order in every respect possible.  
11 In addition, Velocity at all times will provide interstate services in compliance  
12 with all FCC rules and regulations. Velocity will at all times provide and market  
13 services in accordance with current Commission policies and will attempt to  
14 comply with the terms of that order in every respect possible.

1 13. Q. Has Velocity provided any intrastate telecommunications services within the  
2 State of South Carolina?

3 A. No it has not.

4 14. Q. What rates will Velocity charge upon receipt of certification?

5 A. Velocity will charge the tariffed rates approved by the Commission.

6 15. Q. How will Velocity market services in South Carolina?

7 A. Velocity intends to market its services via direct sales by Velocity's employees.

8 III. Managerial, Technical and Financial Qualifications

9 16. Q. Does Velocity have sufficient managerial, technical, and financial resources  
10 and ability to provide the telecommunications services proposed in its  
11 Application?

12 A. Yes. Velocity has sufficient technical, financial, and managerial resources and  
13 ability to provide the telecommunications services for which authority is sought  
14 herein. Velocity's personnel represent a broad spectrum of business and technical  
15 disciplines, possessing many years of individual and aggregate  
16 telecommunications experience.

17 The qualifications and experience of Velocity's key management team are  
18 discussed on Exhibit D which is attached to our Application in support of  
19 Applicant's managerial and technical ability to provide the services for which  
20 authority is sought herein.

21 17. Q. How does Velocity handle customer service requests?

22 A. Velocity's customer service representatives are available to assist its customers  
23 and will promptly respond to all customer inquiries. Customers may call (866)  
24 983-5624 or a local number. The applicable toll free or local numbers will be  
25 printed on customers' monthly billing statements. Alternately, customers



1 wishing to communicate with a Velocity customer service representative in  
2 writing may send written correspondence to Velocity at:

3  
4 Velocity The Greatest Phone Company Ever, Inc.  
5 ATTN: Customer Service  
6 7130 Spring Meadows West Drive  
7 Holland, Ohio 43528

8 Velocity's customer service representatives are prepared to respond to a broad  
9 range of service matters, including inquiries regarding: (1) the types of services  
10 offered by Velocity and the rates associated with such services; (2) monthly  
11 billing statements; (3) problems or concerns pertaining to a customer's current  
12 service; and (4) general service matters.

13 .  
14 18. **Q. Please describe the financial condition of Velocity.**

15 A. In support of Velocity's financial ability to provide the services sought herein,  
16 copies of Velocity's Profit & Loss Statement for the years ending December 31,  
17 2006, December 31, 2007 and December 31, 2008 and Balance Sheets as of  
18 December 31, 2006, December 31, 2007 and December 31, 2008, were submitted  
19 as Exhibit C to its Application.

20 **IV. Public Interest**

21  
22 19. **Q. How will residents of South Carolina benefit from Velocity's services and  
23 presence in South Carolina?**

24 The Commission's grant of this certificate is in the public interest because  
25 consumers of telecommunications services within Velocity's service territory will  
26 receive increased choice, improved quality of service, and heightened  
27 opportunities to obtain improved technology in the homes and businesses. Market

1 incentives for new and old telecommunications providers in South Carolina will be  
2 improved greatly through an increase in the diversity of suppliers and competition  
3 within the local exchange telecommunications market. Consistent with the  
4 Commission's intent to aid in the development of a competitive  
5 telecommunications environment in South Carolina, the granting of a certificate of  
6 authority to provide local exchange service will offer increased efficiency to the  
7 State's telecommunications infrastructure through greater reliability of services  
8 and an increase in competitive choices.

9  
10 20. Q. **Has the Company ever been the subject of an investigation by any state**  
11 **Regulatory body or by the FCC?**

12 A. No.

13 21. Q. **Will the Company agree to abide by and comply with the Commissions**  
14 **Rules and Regulations and Commission Orders in its operations in South**  
15 **Carolina?**

16 A. Yes.

17 20. Q. **Does this conclude your testimony?**

18 A. Yes. I would like to thank the Commission for this opportunity to provide  
19 information relevant to Velocity's Application and am ready to provide any  
20 additional information that the Commission may need in making its decision.  
21